

Message Text

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ACTION AF-18

INFO OCT-01 ISO-00 EB-11 L-03 SWF-02 AID-20 FEA-02 TRSE-00

IO-14 XMB-07 CIAE-00 DODE-00 INR-11 NSAE-00 PA-04

RSC-01 USIA-15 PRS-01 SP-03 AGR-20 SS-20 NSC-07 DRC-01

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R 211245Z SEP 74

FM AMEMBASSY ABIDJAN

TO SECSTATE WASHDC 286

INFO AMEMBASSY COTONOU

AMEMBASSY DAKAR

AMEMBASSY YAOUNDE

AMEMBASSY LOME

AMEMBASSY NOUAKCHOTT

LIMITED OFFICIAL USE ABIDJAN 7639

FOR AF/W

E O 11652: NA

TAGS: ETRD, EFIN, EGEN, IV

SUBJ: LANG AFRIQUE - SODESUCRE NEGOTIATIONS

REFS: A. ABIDJAN 7545; B. ABIDJAN 7502; C. ABIDJAN 7420;
D. STATE 206575

SUMMARY: SODESUCRE HAS AGREED TO PAY LANG AFRIQUE IMMEDIATELY \$565,000 AGAINST APPROVED INVOICES. FURTHER PAYMENT WILL PROBABLY BE MADE IN WEEK OR TEN DAYS AGAINST ADDITIONAL INVOICES STILL TO BE REVIEWED. LOCAL LANG REPRESENTATIVE SATISFIED THAT THIS WILL MEET LANG'S REQUIREMENTS FOR THE PRESENT, NOTWITHSTANDING EARLIER REFERENCES TO IMMEDIATE NEED FOR \$1 MILLION. ACTION REQUESTED: THAT DEPARTMENT INFORM DAVID MORSE OF SUBSTANCE OF THIS MESSAGE.

1. AMICHIA OF SODESUCRE (REFTEL A) AND PALMIERI OF LANG AFRIQUE
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SEPARATELY CONFIRMED TO ME THIS MORNING THAT, AS RESULT AMICHIA'S

DISCUSSIONS AT FERKE' FRIDAY, SODESUCRE HAS AGREED TO PAY LANG \$565,000 IMMEDIATELY AGAINST APPROVED INVOICES. CHECK TO BE DELIVERED TO PALMIERI MONDAY AND HE WILL HAVE IT HAND-CARRIED TO STATES.

2. IN ADDITION, LATE NEXT WEEK SODESUCRE WILL REVIEW ADDITIONAL INVOICES FOR \$125,000, AS WELL AS FURTHER ONE HOPEFULLY TO BE APPROVED BY SODESUCRE TECHNICIANS DURING WEEK FOR ABOUT \$190,000, SO AS TO MAKE POSSIBLE ANOTHER \$315,000 PAYMENT AT BEGINNING OF OCTOBER.

ACCORDING TO PALMIERI, THIS WILL MEET LANG'S CURRENT CASH NEEDS FOR ABOUT \$900,000 WHICH WAS CALCULATED DURING HIS TRIP BACK TO STATES LAST WEEK.

3. TURNS OUT THAT \$1 MILLION FIGURE USED IN ISC/LANG REPS' CONVERSATION WITH MINISTER BEDIE' AND DIAWARA (REFTEL C) WAS LEVEL-OF-MAGNITUDE FIGURE RATHER THAN PRECISE ONE. THEY FAILED TO MAKE CLEAR TO MINISTERS THAT ALL BEYOND \$565,000 STILL HAD TO BE REVIEWED AND APPROVED BY SODESUCRE. THUS, DIAWARA'S ANNOYANCE (REFTEL B) WAS PARTLY BECAUSE HE WAS GETTING CONFLICTING STORY WHEN, SUBSEQUENT TO LANG VISIT, SODESUCRE GAVE HIM DETAILED FIGURES.

4. IN RESPONSE TO MY QUESTION AS TO WHETHER, IN FACT, LANG WOULD NEED SOME OF RETENTION GUARANTY PAYMENT BEFORE COMPLETION OF PROJECT, PALMIERI SAID HE WAS NOT YET CERTAIN. HE THOUGHT IT MIGHT BE POSSIBLE TO MAKE ENDS MEET THROUGH CONTINUOUS FLOW OF SODESUCRE APPROVALS OF INVOICES, EXTRA WORK ORDERS AND CONTRACTUAL PAYMENTS, AT LEAST UNTIL END OCTOBER, BY WHICH TIME SUGAR REFINERY SHOULD BE SO CLOSE TO COMPLETION THAT CASE FOR DRAWING PART OF RETENTION PAYMENT WOULD BE STRONGER.

5. I HAVE STRESSED TO AMICHIA AND TO PALMIERI THAT IT IS NOW IMPORTANT TO BE SURE MINISTERS DIAWARA AND BEDIE UNDERSTAND THAT NEGOTIATIONS ARE CONTINUING BETWEEN LANG AND SODESUCRE AND THAT PAYMENTS ARE COMING IN, SO THAT MINISTERS WILL NOT CONTINUE TO THINK THEY HAVE BEEN MISLED. I SUGGEST THAT DEPARTMENT MAKE THIS POINT TO MORSE AS WELL.

SMITH

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